



Business Development Assistance

Numerous programs and agencies offer opportunities designed to assist businesses of all types and sizes in their development. The City of Chula Vista's Community Development Department maintains close contact with all agencies and programs and is always available to direct individual businesses to appropriate resources as they search for assistance. A partial list of programs and agencies follows. Please refer to the Community Development Department's *Internet Resources* listing for additional business assistance information.

CHULA VISTA BUSINESS RESPONSE TEAM (BRT)

The City of Chula Vista Business Response Team is an executive level interdepartmental group that acts as a "rapid response task force", assisting priority projects with the development process from initial contact through construction. The BRT designates single points of contact in each development services department as well as an overall Project Manager responsible for guiding applications through the entire development process. In addition, the City's Economic Development Manager acts as a business ombudsperson and is available at all times to assist the company with identifying issues, coordinating necessary approvals, and expediting the development review process.

(619) 691-5047 • www.ci.chula-vista.ca.us

CHULA VISTA REDEVELOPMENT CORPORATION (CVRC)

The Chula Vista Redevelopment Corporation (CVRC) is a non-profit corporation that oversees redevelopment projects within the City of Chula Vista. The CVRC reviews and acts upon planning and redevelopment activities and provides strategic policy advice to City leaders. The CVRC has the ability to assist new development and rehabilitation projects. The most common form of assistance is property tax rebates for project-related public improvements.

(619) 691-5047 • www.ci.chula-vista.ca.us

CHULA VISTA "SMART BUSINESS LINKS" (SBL)

Smart Business Links (SBL) team of experts is available to assist businesses in marketing, employee development, permitting assistance, financial support and general referral opportunities within the community. SBL partners represent both public and private entities offering businesses a wide network of support.

(619) 409-5888 • www.chulavistaca.gov

AIR POLLUTION CONTROL DISTRICT ASSISTANCE PROGRAM

The County of San Diego Air Pollution Control District offers a number of services designed to save business owners time and money during the air pollution control permit process. Under the California Clean Air Act, companies with operations or equipment capable of emitting air contaminants, including certain firms involved in chemical, electronic and metal manufacturing, require air pollution control permits.

(858) 650-4700 • www.sdapcd.co.sandiego.ca.us

CALIFORNIA-MEXICO TRADE ASSISTANCE CENTER (CMTAC)

The California-Mexico Trade Assistance Center (CMTAC), located on the Southwestern College campus in Chula Vista, seeks to assist manufacturers, distributors and service companies with the opportunities of conducting business in Mexico. CMTAC offers services, including export and import assistance, marketing support, logistics support and training. CMTAC also organizes trade missions to and from Mexico, providing opportunities for local companies to meet potential customers and vendors.

(619) 482-6391 • www.chulavista.cmtac.org

CENTER FOR APPLIED COMPETITIVE TECHNOLOGIES (CACT)

The Center for Applied Competitive Technologies (CACT) assists Chula Vista and San Diego regional businesses to remain competitive by modernizing manufacturing and production services. CACT offers a variety of programs, training courses and services aimed at strengthening manufacturers and suppliers, including TQM (total quality management) -based training customized to the unique processes of client companies. The Center, located at San Diego City College, is one of several centers statewide to offer these services. (619) 230-2080 • www.cact-sd.org/CACT-SD/cact-sd.

CONNECT

Often referred to as an “incubator without walls,” the University of California San Diego’s CONNECT program links high-tech and biotech entrepreneurs with the resources needed to succeed, including educational and networking programs, practical business seminars, technology transfer demonstrations and international strategic and financing forums. Companies developing new technologies and/or conducting scientific research may join CONNECT as members while organizations, firms and companies that service the technology industry may join as sponsors.

(858) 964-1300 • www.connect.org

CONNECTORY.COM

Connectory.com, an Internet database featuring detailed information about individual firms’ products, services, core capabilities and capacities, offers an easy to search format for corporate buyers interested in using on-line resources to find products and services. Connectory.com is the region’s premier business-to-business marketing and communications tool. Chula Vista and San Diego regional manufacturers interested in improving supplier and customer linkages can list their firm on Connectory.com free of charge.

(619) 462-3312 • www.connectory.com

SAN DIEGO CONTRACTING OPPORTUNITIES CENTER (SDCOC)

SDCOC, a program of Southwestern College, assists local area businesses in developing government contracting opportunities. SDCOC services include extensive assistance at each stage of the contracting process, including automated bid matching, market research, subcontracting opportunities, and assistance in preparing bid packages and post-award contract assistance. All services are free to qualified small businesses and the SDCOC provides a consultant to work exclusively with Chula Vista small, minority and women-owned businesses to help them qualify for government contracts and procedural opportunities.

(619) 285-7020 • www.ptac-sandiego.org

EMPLOYMENT TRAINING PANEL – CUSTOMIZED TRAINING

The California Employment Training Panel (ETP) is a state program designed to assist California businesses in acquiring and retaining the high skilled workforce needed to increase competitiveness and productivity. Manufacturers and companies facing out-of-state competition qualify. ETP reimburses employers for the cost to train employees in customized, job-linked training programs.

(619) 686-1920 • www.etp.cahwnet.gov

RECYCLING MARKET DEVELOPMENT ZONE (RMDZ)

In order to encourage the diversion of solid waste from landfills, the California Integrated Waste Management Board (CIWMB) has designated certain areas, including the entire City of Chula Vista, as Recycling Market Development Zones (RMDZs). Manufacturers and other companies that use post-consumer materials or that undertake projects that reduce waste sent to landfills are eligible for various assistance programs, including loans and permit assistance. In addition, CIWMB’s California Materials Exchange (CalMAX) program assists firms to find markets for traditionally discarded materials. Any business may list, at no charge, materials they have available or materials they need.

(877) 520-9703 • www.ciwmb.ca.gov/calmax

REGIONAL ENVIRONMENTAL BUSINESS RESOURCE / ASSISTANCE CENTER (REBRAC)

The San Diego Regional Environmental Business Resource and Assistance Center (REBRAC), organized under an initiative of the California Community Colleges, provides assistance in environmental and health and safety compliance for County businesses. REBRAC services include customized training, individualized counseling and access to an extensive database of information on environmental health and safety issues (619) 440-2404 • www.rebrac.org/sandiego

SAN DIEGO EXPORT ASSISTANCE CENTER

A program of the U.S. Department of Commerce, the San Diego Export Assistance Center assists Chula Vista and San Diego regional firms in realizing export potential by providing counseling and advice, information on foreign markets, international contacts and advocacy services. While the Center can assist any company, the San Diego office focuses on certain industry clusters such as aerospace, biotechnology, environmental technology, food products and consumer goods.

(619)-557-5395 • www.buyusa.gov/socal/page220

SCORE (SERVICE CORPS OF RETIRED EXECUTIVES)

Through the Service Corps of Retired Executives (SCORE), retired business owners and executives offer free and confidential business counseling to small business owners and those planning to start small businesses. SCORE services also include intensive workshops on basic management, business plans and other business related topics.

(619) 557-7272 • www.score-sandiego.org

SMALL BUSINESS DEVELOPMENT AND INTERNATIONAL TRADE CENTER (SBD&ITC)

The Small Business Development and International Trade Center (SBD&ITC), located at Southwestern College in Chula Vista, offers an array of resources to assist existing businesses and entrepreneurs in the Chula Vista and South San Diego County area. Center services include one-on-one business counseling, including financial analysis, marketing strategies, business development and international trade. The SBD&ITC's Business Resource Center features an extensive library of business plan software, how-to manuals and economic and demographic data and provides individuals with high-speed access to the Internet. SBD&ITC assistance is provided at no cost to the client company.

(619) 482-6391 • www.sbditc.org

SOURCEPOINT

SourcePoint is a regional resource organization, affiliated with the San Diego Association of Governments (SANDAG) that provides services such as tailored growth projections, market studies, fiscal and transportation analyses and demographic profiles. The organization's specialized information services and analyses are available to businesses, development professionals and public agencies.

(619) 595-5353 • www.sandag.cog.ca.us

SOUTH COUNTY CAREER CENTER (SCCC)

The South County Career Center (SCCC), located in Chula Vista, brings together a broad range of public and private employment service providers in order to offer comprehensive and coordinated services to employers and employees. A "one-stop center" for workforce needs assessment, placement and job training services, SCCC provides a variety of services at no cost. Such services include assisting the company to: 1) determine regional labor trends through wage and salary information; 2) recruit qualified, pre-screened applicants through job postings, job fairs and resume/inquiry screening; and 3) customize training programs, including obtaining on-the-job training grants and targeted jobs tax credits as appropriate.

(619) 424-1112 • www.workforce.org/career/south_f

WORLD TRADE CENTER SAN DIEGO (WTCSD)

Small and medium-sized companies located in Chula Vista and San Diego County can access export trade services through the World Trade Center San Diego. Individualized trade counseling by a team of experts can address the need of companies that are new to exporting, supplemented by a range of workshops and seminars on marketing and financing.

(619) 615-0868 • www.wtcsd.org